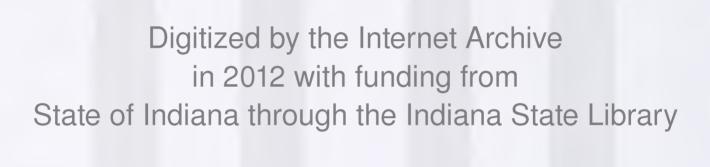


Artists of Abraham Lincoln portraits

George McCullough

Excerpts from newspapers and other sources

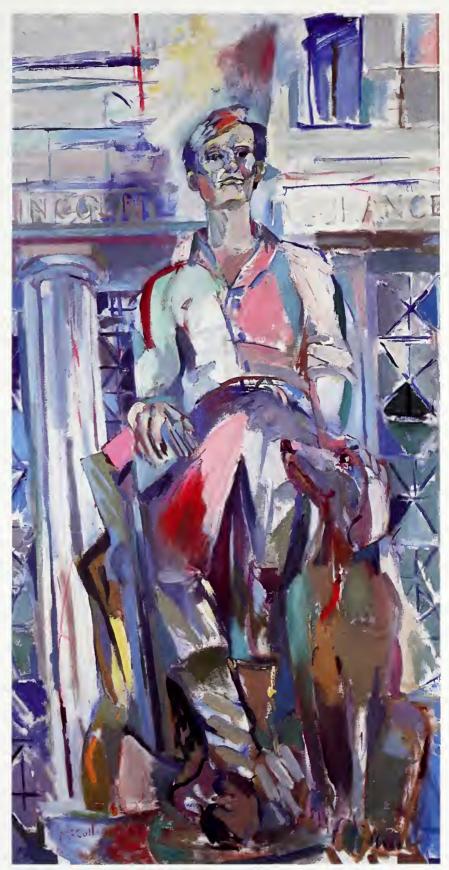
From the files of the Lincoln Financial Foundation Collection



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1987 HIGHLIGHTS

- Operating Income Highest Ever
- Property-Casualty Earnings Increase Substantially
- Group Health Insurance and HMOs Produce Losses
- Reinsurance, Annuities and Corporate Pensions Report Solid Earnings Increases
- Dividend Increased for Fifth Consecutive Year



"Lincoln the Youth" by Indiana artist George McCullough was commissioned by the Lincoln National Corporate Art Committee in 1987. The piece is an interpretation of Paul Manship's statue, "Abraham Lincoln: The Hoosier Youth" which was dedicated in 1932 at Lincoln National's corporate beadquarters in Fort Wayne, Indiana.

Lincoln National Corporation, a multi-line insurance holding company, is the nation's 6th largest publicly held holding company whose subsidiaries are engaged primarily in insurance (based on assets). Its operations are divided into three major business segments: individual life, employee benefits and property-casualty. These insurance products are marketed through its affiliate companies.

Individual Life

Lincoln National Life (Individual)

Independent producers and career producers representing Lincoln National Life Insurance Company operate out of 37 Regional Marketing Organizations nationwide to market individual life and disability income insurance products directly to consumers.

Security-Connecticut Life

Security-Connecticut Life Insurance Company provides individual life products, primarily universal life insurance, interest-sensitive fixed premium insurance and term life insurance through a nationwide distribution system of over 25,000 independent agents and brokers.

First Penn-Pacific

First Penn-Pacific Life Insurance Company markets universal life insurance through a network of independent agents.

American States Life

American States Life Insurance Company markets life insurance products through American States' network of property-casualty agents.

Cannon Lincoln

Cannon Lincoln Limited of Wembley, England, represents Lincoln National in the United Kingdom market. The company markets universal life insurance, unit-linked assurance, traditional whole life insurance products, pension products, income bonds and unit trusts.

Reinsurance

Lincoln National is a leading writer of life and health reinsurance. It also offers reinsurance for special risks—individual health, group life and health and financial reinsurance.

Employee Benefits

Group Life and Health

Lincoln National Life's group life and health unit distributes group life and health benefits through a specialized sales force working through agents and brokers. The unit also has established a network of managed health care programs through joint venture or ownership arrangements with health maintenance organizations and the development of preferred provider organizations. In addition, Lincoln National's national network of third party administrators offers administrative services to partially or totally self-funded employers.

Employers Health Insurance Company

Employers Health Insurance Company markets a full line of traditional group, health maintenance organization and preferred provider organization health products to the small group market.

Annuities

The annuities unit markets and administers tax deferred annuity, deferred compensation and pension programs through sponsoring employers or organizations and to individuals.

Corporate Pensions

Corporate pensions provides investment facilities and services to sponsors of qualified retirement and savings plans.

Property-Casualty

American States Companies

Property-casualty insurance operations are managed primarily by the American States group of companies. American States provides insurance through a network of independent agents.

American Union Reinsurance Company

American Union Reinsurance Company is a property-casualty reinsurer that operates through the reinsurance brokerage market.

National Reinsurance

National Reinsurance Corporation writes property-casualty reinsurance on a direct basis, offering facultative and treaty coverage.

